

Message Text

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PAGE 01 ATHENS 07250 041436Z

43

ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-12 DODE-00 CIAE-00 INR-11

NSAE-00 RSC-01 L-03 DRC-01 /054 W

----- 130329

R 041340Z OCT 74

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC 5767

INFO USMISSION NATO

LIMITED OFFICIAL USE ATHENS 7250

E.O. 11652: N/A

TAGS: BEXP GR

SUBJ: PRODUCT OPPORTUNITY: NAMFI RANGE TARGET SERVICES
CONTRACT

REF STATE 215202

1. EMBASSY UNDERSTANDS BID COMMITTEE DECLARED TELEDYNE RYAN AS SOLE QUALIFIED BIDDER AND REJECTED NORTHROP'S PROPOSAL ON TECHNICAL GROUNDS. BID COMMITTEE DECISION HAS BEEN CONFIRMED BY HIGHER WORKS COUNCIL, PENDING APPROVAL BY MINISTER NATIONAL DEFENSE. NEXT STEP WILL BE OPENING OF MAIN (FINANCIAL) PROPOSAL OF TECHNICALLY QUALIFIED BIDDER AND AWARD OF CONTRACT SHOULD TELEDYNE RYAN'S PRICE BE CONSIDERED ACCEPTABLE. ACCORDING TO GREEK DOD OFFICER, IF PRICE IS FOUND TOO HIGH, IT MAY BE DECIDED TO REISSUE TENDER.

2. EMBASSY HAS BEEN INFORMED THAT POSSIBILITY OF EXTENDING OCTOBER 15 DEADLINE BY ONE MONTH IS BEING EXAMINED BY LEGAL DEPARTMENT OF GREEK ARMED FORCES COMMAND. GREEK DOD ARE EAGER TO OBTAIN USERS' APPROVAL PRIOR TO EVERY STEP IN THE PROCEDURE, AND RYAN'S MAIN PROPOSAL WILL NOT BE OPENED WITHOUT PRIOR USERS' APPROVAL (UNDERSTAND NEC MEETING IF SCHEDULED FOR OCTOBER 7).

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PAGE 02 ATHENS 07250 041436Z

3. EMBASSY ALSO UNDERSTANDS THAT GOG HAS NOT YET INDICATED

ANY DECISION ABOUT NAMFI'S FUTURE; SUCH DECISION WILL
PROBABLY NOT BE FORTHCOMING UNTIL AFTER GREEK ELECTIONS
SCHEDULED FOR NOVEMBER 17. KUBISCH

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Message Attributes

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